

**THE RHODE ISLAND CONVENTION CENTER AUTHORITY
BOARD OF COMMISSIONERS
CONVENTION CENTER COMMITTEE MEETING**

September 23, 2008

A meeting of the Convention Center Committee of the Rhode Island Convention Center Authority (hereinafter referred to as “Authority”, the “CCA” or the “Board”) was held on September 23, 2008, pursuant to notice, at the Rhode Island Convention Center Boardroom, One Sabin Street, Providence, Rhode Island.

Board members present were, Committee Chairman, Jeff Hirsh, David A. Duffy, Bernie Buonanno, Paul MacDonald, Patrick Butler, Jason Fowler and Bill Daugherty.

Also in attendance, Jim McCarvill, Betty Sullivan and Donald Nadeau, Convention Center Authority; Larry Lepore, SMG/DDC; Tim Muldoon, Deb Tuton, Danielle Pestana, Beth Johnson and Nancy Beauchamp, SMG/RICC; Robert Bromley, Senate Fiscal Office, and Eileen Smith, Recording Secretary.

Mr. Hirsh called the meeting to order at 1:50 pm and announced that the next meeting would be held on October 28th at the rise of the Dunkin’ Donuts Committee meeting, approximately 3:00 pm.

Mr. Hirsh noted that we lacked a quorum for the August meeting and therefore sought a motion to approve the minutes of the July

meeting. Upon a motion duly made by Mr. Fowler and seconded by Mr. Duffy it was unanimously

VOTED: to approve the minutes of the July meeting.

Mr. Hirsh asked Mr. Muldoon to address the Committee. Mr. Muldoon reported that August was a very slow month. He noted that the KTM event that was held last year did not return this year. Mr. Muldoon reported that parking revenue is down due to fewer construction workers at the Dunk and the Westin. Mr. Muldoon stated that event parking is up because of ACT Auditions and the Free Masons event. Mr. Duffy asked if GTECH had cut back on parkers. Mr. Muldoon said that they have. He said that GTECH is down to 105 from 130 but expects that number to increase in November or December when GTECH brings more people into the City. Mr. Muldoon also noted that hotel parking is up slightly.

Mr. Muldoon to reported that the ballroom lighting is complete and on budget and said that a three year return on the investment is expected. Mr. Muldoon noted that bids have been invited for new plasma screens throughout the building. Mr. McCarvill noted that if there is no trade in value the old screens should be given away as suggested by Mr. Butler. Mr. Muldoon noted that both buildings are now on the same time frame for energy contracts.

Mr. Muldoon reported that a sales retreat would take place on Friday.

He said that there will be discussions on the challenges facing the facility during this time and ways to reach out to our client base that will have an impact on sales. Mr. Muldoon said that we have a great team and one that can work together to get us over the hump. Mr. Duffy asked if SMG is helping us. Mr. Muldoon said that they are helping with lead sharing. Mr. Fowler asked if the Convention Center incentivizes employees. Mr. Muldoon said that they do not but he would look at ways to be creative and use some of the resources available to us. Mr. Hirsh asked if there were any personnel issues. Mr. Muldoon reported that Bob Sepe, the Garage Manager, has been offered another position and would be leaving us. Mr. Muldoon noted that under Mr. Sepe's management the garage has been operated very well and morale is high. He said that we want to keep it that way. Mr. Duffy inquired about the status of union contracts. Mr. Muldoon said that Local 217 HERE contract has been ratified and that negotiations are underway with the laborers. Mr. Duffy asked how things were going in Food Service. Mr. Muldoon said that client surveys have been very good. He noted that the addition of Pascal has made a big difference. Mr. Hirsh asked if a staff person contacts the event manager following the event. Mr. Muldoon said that they all should and most of them do. Mr. Duffy reminded Mr. Muldoon that the Miriam Hospital Gala is coming up and that it is a very important event.

Discussion of the VMA followed. Mr. McCarvill reported on VMA bookings that include the comedian, Bruce Bruce, Mannheim

Steamroller and Kristallnacht, narrated by Leonard Nimoy. Mr. McCarvill said that some of the issues are the locks and the phones. Mr. MacDonald asked if it is realistic to think that we are ever going to make a profit. Mr. McCarvill said that he thinks that the theater can run in the black but will not make enough to cover any significant debt service. Mr. MacDonald said that even though the building will not make us rich he is glad that we did it. Mr. Duffy noted that Letitia Carter, who will be a guest on Thursday, has shown some interest in becoming a member of the Board. He said that Ms. Carter was a former member of the VMAF Board. Mr. McCarvill noted that the VMAF could act as an advisory counsel or fundraising arm and that Ms. Carter would be of great assistance given her familiarity with the facility and its patrons.

Mr. Hirsh asked if there were any new business. Hearing none he entertained a motion to adjourn. Upon a motion duly made by Mr. Butler and seconded by Mr. Fowler it was unanimously

VOTED: to adjourn at 2:20 p.m.